

## Message Text

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65-60

ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 R

DRAFTED BY COM/BIC/CAGNE/ABOUDREAU

APPROVED BY EB/OCA/REP/JBRABENS

COM/BIC/CAGNE/PHALE

NEA/IRN/RBEALES

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O 062210Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN IMMEDIATE

LIMITED OFFICIAL USE STATE 027679

E.O. 11652 N/A

TAGS: BEXP, IR

SUBJECT: THE FOSTER-WHEELER POWER PLANT PROPOSAL

PASS COMMERCE UNDER SECRETARY TABOR

1. ON 6 FEB., THE FOSTER WHEELER ENERGY CORPORATION (FW)  
REPORTED THE FOLLOWING:

THE FRENCH WERE EVALUATED TO BE THE LOW BIDDER, BUT F.W.  
IS CLOSE. NEITHER THE FRENCH NOR F.W. HAVE BEEN CALLED  
FOR NEGOTIATIONS YET, BUT F.W. SUSPECTS TAVANIR IS HAVING  
INFORMAL DISCUSSION WITH THE FRENCH.

2. FOSTER-WHEELER REQUESTS:

...THAT A STRONG EFFORT BE MADE TO HAVE F.W. AS WELL AS  
THE FRENCH BE INVITED TO DIRECT NEGOTIATIONS. THE PROJECT  
IS SO COMPLEX THAT NEGOTIATIONS WITH BOTH IS THE ONLY  
WAY THE TRUE LOW BIDDER CAN EMERGE. F.W. FEELS THAT IF  
GIVEN THIS OPPORTUNITY F.W. WILL BE ABLE TO NEGOTIATE A  
CONTRACT WITH TAVANIR THAT WOULD BE IN THE BEST INTEREST  
OF IRAN AND PROVIDE THE BEST EQUIPMENT AT THE LOWEST PRICE.

3. COMMENT: THE AMERICAN FIRM OF GILBERT COMMONWEALTH WITH  
AN IRANIAN PARTNER COMIRAN IS THE CONSULTANT TO TAVANIR ON  
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THIS PROJECT. DISCUSSION THIS PROJECT APPREARS MOST

APPROPRIATE FOR JOINT ECONOMIC AND FINANCE COMMITTEE  
MEETING UNDER SUB-COMMITTEE D. BACKGROUND THIS PROJECT  
INCLUDED IN COMMITTEE BRIEFING BOOK, TAB Q. FYI: WE AWARE  
OF NO OTHER U.S. FIRM IN CONTENTION. KISSINGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE027679  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/CAGNE/ABOUDREAU  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750044-0767  
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**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
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**Subject:** THE FOSTER-WHEELER POWER PLANT PROPOSAL PASS COMMERCE UNDER SECRETARY TABOR  
**TAGS:** BEXP, IR  
**To:** TEHRAN  
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